



DEPARTMENT OF
BUDGET & MANAGEMENT

ROBERT L. EHRLICH, JR.
Governor

MICHAEL S. STEELE
Lieutenant Governor

CECILIA JANUSZKIEWICZ
Secretary

JOHN M. WASILISIN
Deputy Secretary

Questions & Answers #2
for
RFP # 050R6800122
Internet Service Provider for networkMaryland™ PoP at St. Paul
Closing Date: ~~February 7, 2006~~ February 16, 2006 nlt 2:00 PM

1. **Question:** May I obtain additional information about the CPE and bandwidth requirements?

Answer: The networkMaryland™ (nwMD) CPE is a Cisco Catalyst layer 3 switch that can take in a standard Gigabit Ethernet handoff. NwMD will provide the appropriate GBIC (Gigabit Interface Converter) or SFP (Single Form Pluggable) on its end. The bandwidth requirement for the initial contract is 100 Mbps, as stated in Section 2.2.3 of the RFP. The RFP requires the Contractor to have the ability to expand to 1000 Mbps of service in increments of 5 Mbps during the term of the contract. See Addendum #2 Item 1.

2. **Question:** If awarded the successful bidder is required to pay a fee equal to the entire contract value of this RFP (base and option years). If so, how and when are these fees paid and directly to whom? Does this work similarly to a Performance bond? Additionally on the last line below where the statement reads, "fee must be included into proposed price" seems to confuse the matter further. Please elaborate.

Answer: The applicable eMarylandMarketplace (eMM) fee is based on the total contract award (including all options). The eMM fee must be factored in the rates or prices proposed and not quoted as a separate add-on price. Only the selected Offeror is required to pay the fee. On award, DBM's procurement officer will send the selected Offeror a notice that will include instructions on how to make the payment by check or electronic fund transfer to the Department of General Services. Payment is due from the selected Offeror within 30 days of award as provided in COMAR 21.02.03.06. The eMM fee requirement does not work similarly to a performance bond.

3. **Question:** On Attachment E Pricing Proposal Form Instructions, Item B indicates "All Unit Prices must be the actual unit price the State shall pay for the proposed item per this RFP and may not be contingent on any other factor or condition in any manner". Does the State intend that other charges beyond the actual service rate be included in the proposed price (for example, taxes and surcharges)?

Answer: The State intends that other charges beyond the actual service rate be included in the price proposed and not listed as a separate price.

4. **Question:** Would it be possible to provide the taxes and surcharges, etc. as a separate list of items, as has been the requirement in other State contracts?

Answer: It would not be possible to provide the taxes and surcharges, etc. as a separate list of items.

5. **Question:** On Attachment E Price Proposal Form one of the price elements is a price per increment of 5Mbps of ISP Service above the initial 100Mbps. Our ability to propose the best

~Effective Resource Management~

45 Calvert Street • Annapolis, MD 21401-1907

Tel: (410) 260-7338 • Fax: (410) 974-3274 • Toll Free: 1 (800) 705-3493 • TTY Users: call via Maryland Relay
<http://www.dbm.maryland.gov>

possible price is hindered by this requirement. Is it possible the State would consider other price increments? For example, 50Mbps or 100Mbps?

Answer: While the Department is seeking the best possible pricing, it has established the levels at which it will order increments of services. The Department will not consider other price increments.

6. **Question:** The general requirements in Section 2.2 identify the amount of Internet Service bandwidth required, but does not specify a handoff requirement. Does the State have a preferred handoff type, i.e. SONET, Ethernet?

Answer: The State prefers a standard Gigabit Ethernet handoff. See Addendum #2, Item 1.

7. **Question:** My Company has already registered with the State of Maryland relative to paying taxes when work is performed. Is this satisfactory?

Answer: RFP Section 1.27 outlines the requirement for registering. If you have complied, the answer is yes; it is satisfactory. Each Offeror has the obligation to ensure that it is correctly registered with the State before a contract can be awarded. Additionally, the successful Offeror must be registered with eMM and provide the eMM vendor ID registration number in Section 4.4 of Attachment A.

8. **Question:** When adding the State as an additional named insured on the policies, is there a specific individual's name I should put along with the name of the organization, street address, city and state? I plan to use the following:

Maryland Department of Budget & Management
Office of Information Technology
45 Calvert Street
Annapolis, MD 21401

Answer: Yes, the Offeror should specify the Office of the Secretary, Division of Procurement, Policy and Administration, Attention to: the specified procurement officer, in this case Myloshia Robinson.

Office of the Secretary
Maryland Department of Budget & Management
Division of Procurement, Policy and Administration
45 Calvert Street
Annapolis, MD 21401
ATTN: Myloshia Robinson, Room 136

See Addendum #2 Item 2